



Gessie Schechinger is the laziest salesman in America as well as Vice President of Sales for the OnCourse Sales Engagement Platform. Gessie is passionate about leveraging technology and automation to surpass revenue targets so he can help protect golf and bar time for the salespeople of the world.

Gessie won annual sales awards at 2 different Fortune 500 companies. His 20+ years of sales experience began in an outbound call center where he averaged 450 calls per week and blew out his quota by 297%. Unsurprisingly, he moved to field sales where he traveled 300 days a year convincing the biggest companies in the United States to open their wallet. He now spends his time educating sales leaders to utilize the most effective sales tool in the world and co-hosts the mediocre podcast, TechTales.

A GREAT GUEST
FOR YOUR PODCAST

GESSIE SCHECHINGER

Chief Revenue Officer at OnCourse



SUGGESTED INTERVIEW QUESTIONS

- What is the difference between a CRM and a Sales Engagement Platform?
- What role should software play in the sales process?
- How should companies leverage sales automation?
- What does the future of sales look like?
- What should business owners consider when shopping for tools?
- Does email marketing still work?

SUGGESTED INTERVIEW TOPICS

- Customer Relationship Management Software
- Technology in Sales
- Sales Automation
- Sales Engagement Software
- Effective Sales Tactics in Today's Market

